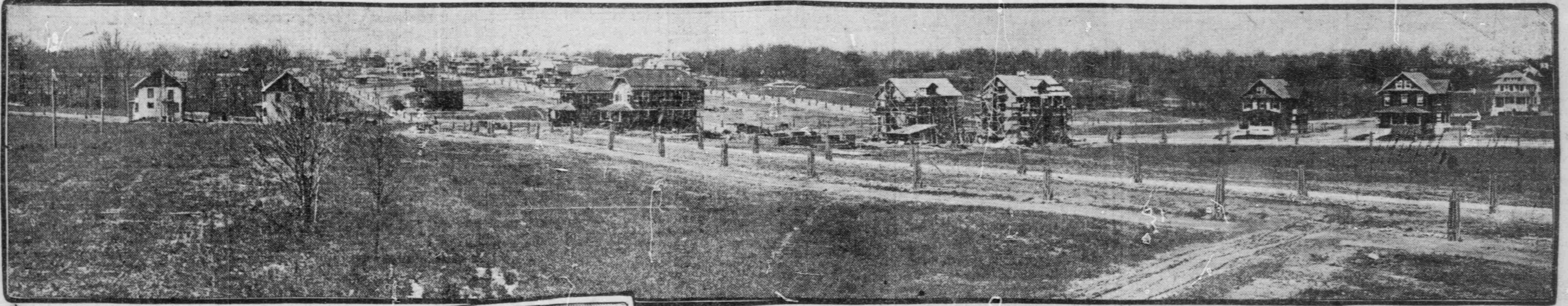


GENERAL VIEW OF SAUL'S ADDITION WITH RECENT BUILDING ACTIVITY

SECTION WEST OF GEORGIA AVENUE SHOWING RECENT BUILDING OPERATIONS.



CHANCE FOR CITY'S COMMERCE GROWS

Boom Is Now on for Waterfront Real Estate.

WATERWAYS TO PLAY AN IMPORTANT PART

Chamber of Commerce Encouraging the Location of Manufacturing Industries Here.

That the water front, between Thirteenth street and the new Aqueduct bridge, within the next few years, will become lined with commercial houses and extensive shipping interests; that this growth will be supplemented by the building of manufacturing plants across the river in Alexandria county, and at other places convenient to both water and railway transportation facilities; that Washington, in short, is on the verge of being transformed into a commercial and manufacturing center, which will give it rank with the principal cities of the East in this respect, is the belief of those persons who have to the slightest degree tested the drift of the industrial current which has been sweeping across the boundaries of the National Capital since the first of the year.

Commercial Feature.
The "commercial" feature has crept into the real estate field, and made its presence felt to an unprecedented degree. Whatever force in the form of "sentiment" may have successfully combated the tendency toward industrialism in the past, is undoubtedly losing ground. This is proven by the actual commencement of activities in buying up waterfront properties on a large scale along the water front, and in the placing of stock for the erection of large manufacturing concerns.

Although the fact is not generally known, Georgetown, which was a commercial center and took the lead as a flour, whiskey, and tobacco market, after the revolutionary war, 1,211,933 barrels of flour and 4,455 barrels of whiskey, aggregating a total value of \$3,935,964, were shipped through the port of Georgetown. The city acquired a reputation as a shipbuilding point and was the home port for a large number of vessels which plied regularly between foreign countries, and in domestic trade, as far as Port Ogea, on the Missouri, to Lake Erie, and to Mobile.

Prestige Being Restored.
Then, by degrees, the industrial prestige of the little town began to dwindle. Notwithstanding that it offered inducements in the way of exemption from taxation and land everything that a growing, thriving town can do to maintain its prosperity, the development of other parts of the country, and the building up of transportation facilities, which it did not enjoy, especially with respect to the water front, put Georgetown far down on the list of the leading commercial cities of the country.

From all indications the commercial tide is now setting back. Progress, having made so broad a sweep over the continent, leveling down the forces of nature to the demands of the fast-growing population of the nation, apparently is going to begin again at its early starting point, with the object of enlarging and perfecting its preliminary work in developing the coast country.

Chamber of Commerce.
In this new era of development, Washington, on account of the relation it now bears to the general transportation systems of the United States and the world at large, promises to come in for the greatest amount of attention of all of those commercial points which have heretofore received a limited amount of development, and which, with the disappearance of the few remaining undeveloped sections of the nation must take their place in the post renaissance of expansion.

While outside capital will play a big part in the commercial development of Washington, it will be assisted by a local organization which has already accomplished no little in preparing the way for industrial activity, and may be relied upon to constantly enlarge the fast-growing sentiment at home in favor of commercial growth. This body is the Chamber of Commerce, which is now having its constitution amended in order that it may subscribe with the funds of its own treasury to the stock of reputable manufacturing concerns which are attempting to establish themselves in the National Capital.

The Shoe Factory.
As a result of the interest displayed by the Chamber of Commerce, which is representative of the entire population of Washington, it is already practically certain that a large shoe factory will be established here, which will make employment for 200 persons. The Chamber, also, will probably give its indorsement to the proposition of Pittsburgh promoters to establish in Washington an electric truck manufacturing plant. In both of these projects the individual members of the Chamber have subscribed for stock, and the outlook is that both plants will begin operation by another year.
The establishment of manufacturing will create a demand for increased waterway transportation facilities, and that development in this respect will keep pace with their establishment is



RECENTLY COMPLETED HOUSE ON GEORGIA AVENUE SOLD TO OTIS T. CARTWRIGHT.

150 NEW DWELLINGS IN SAUL'S ADDITION

Unique Features Make Northwest Subdivision Particularly Attractive—Houses All Detached and Not for Rent.

With the completion of fifteen residences in Saul's Addition this month, besides the construction of twenty others upon which work will be commenced shortly, nearly 150 dwellings, ranging in price from \$6,000 to \$30,000, will have been built in the popular subdivision since it was put on the market two years ago.

Two features distinguish Saul's Addition from other real estate subdivisions in the District. First, is the large number of houses of the detached type. The other feature is that practically all of the houses have been sold, while not one of them has ever been rented.

Comprising about ninety-five acres, assured. One of the biggest real estate deals so far this year has consisted in the taking of options for lease by large railway and shipping interests on the major part of the wharf privileges between Thirteenth street and the Aqueduct bridge.

Transshipping Cargoes.
While details of the transactions have been kept under cover, it is generally believed that the privileges have been taken over by the Baltimore and Ohio Railway Company, in connection with the traffic which will be brought into Georgetown, a part of which will be transshipped by river boats to Norfolk and points on the river and bay to be reached by the steamers which will carry this traffic. There can be little doubt but that every effort will be made to develop a large and profitable traffic along these lines.

With the enlargement of the Potomac river traffic a demand for ships will be created, which may result in again establishing shipbuilding yards at Georgetown. No more satisfactory location for the shipbuilding industry could be secured, and that such an industry may be founded is regarded as being extremely probable.

South Of Potomac.
The development of Washington during the past few years along commercial lines has been centered, for the most part, along the freight terminals, and especially in the section known as Eckington. The future development, however, will undoubtedly bring waterfront property into prominence, and the property lying on the south side of the Potomac especially.

Realty values in Alexandria have already recorded a remarkable increase, and this is attributed to nothing more nor less than the drift that is setting in toward the new commercial expansion.

Saul's Addition is situated just north of Columbia Heights, in a beautiful, elevated location along the eastern borders of Rock Creek, amidst environments of great natural attractiveness. Until a few years ago the tract was a broad expanse of undulating fields and rugged woodlands.

Car Service Provided.
Foreseeing the great possibilities of rapid development in the section, by reason of its picturesque landscape features and its proximity and easy access to the heart of the city, the Capital Traction Company, two years and a half ago, extended the main line of its system direct through to the section, and immediately commenced the operation of a three-minute schedule.

After the transportation feature had thus been satisfactorily worked out, the projectors of Saul's Addition began preparations for what has proved to be one of the best examples of rapid and substantial development ever known in Washington. The movement was based on the theory of the demand for a high-class section of entirely detached houses and the theory has been more than borne out by subsequent developments.

Diversity In Architecture.
Prior to the formal opening of the tract, hundreds of men with steam shovels, steam rollers, and teams began to level down the hills, grade and macadamize the streets, build sewers and water mains and lay gas pipes, sidewalks, etc. The work was not stopped until every lot had been placed on proper grade and all city improvements had been installed.

Not only are all the houses entirely detached, but great diversity is shown in their styles of architecture, and the skill and ingenuity of many of the leading architects of the city are in evidence. All houses have front porches, while a majority contain nine and ten rooms and a bath each, and are provided with hot water. While there have been remarkably few re-sales of property, without an exception they have been made at a profit when made at all, it is alleged.

STATE WINS IN RATE CASE.
BISMARCK, N. D., April 17.—The Supreme Court has decided the North Dakota coal rate cases, holding the law fixing maximum rates to be constitutional, and the rates to be reasonable.



SCENE OF BUILDING OPERATIONS ON DELAFIELD STREET LOOKING WEST FROM THIRTEENTH.

CITY OF NEW HOMES FOUND IN SOUTHEAST

Rapid Development Seen in This Section—Values Increase Largely in a Few Years—Most Buildings Are Houses, Flats Not Being Favored.

There are more houses now in course of construction in southeast Washington than at any time in several years.

The prospective investors of small means find food for thought in the statistics which show the development of this section since 1907. An average increase of from 10 to 15 per cent has been recorded there in property valuation and transactions show that no part of the National Capital offers quicker, safer or more satisfactory returns on investments, both with respect to improved and unimproved real estate.

The growth of the southeast during the last two years is generally conceded to have been as much as during the ten years between 1897 and 1907. Where one or two houses were erected then for speculative purposes, now from four to ten in a row, with rows extending through every part of the section, are being built.

New Class Appears.
Not only this, but the unsettled locations are coming in for the biggest part of the activity, thus constantly bringing in a new class of persons and changing the residential status of the section. This change has gradually tended toward an improved citizenship.

The construction of public buildings has done much in the last two years toward stimulating values in the southeast. An example of this can be found in the completion of the House of Representatives office building, the Bryant school, on B street, between Thirteenth and Fourteenth streets, one of the largest and handsomest in the city, as well as the new officers' quarters and other buildings at the Marine Barracks. The southeast can also boast of one of the largest hotels in the city.

Not only has the average rate of increase been from 10 to 15 per cent, on general property, but in many portions of this section values have advanced 20 and 25 per cent.

Apartment Houses Not Popular.
Apartment houses are not popular in the southeast, as practically every family that can afford to rent a house prefers a private dwelling. A great many of the houses are owned by the persons who occupy them, which thus makes the number of resales smaller than in other sections.

A factor which promises to give strength to the constantly-growing popularity of the southeast, as a residential section, is to be found in the cross-town car line, now in course of construction. This line, which will be completed within four months, will extend from the navy yard to Eighth street, thence to Florida avenue, and the loop at Chevy Chase bridge.

A cross-town line, already in service, is the N.W. Jersey avenue line, which passes Union street and connects with the Anacostia line.

10% Investments 10%
SOUTHEAST:

Price \$16,000 Rent \$1,600

Twelve Two-Story Brick Dwellings

WHITE TENANTS

Corner lot, fronting 106 feet on an Avenue, and 113 feet on a main street

SOUTHWEST:

Price \$3,875 Rent \$387

Three Two-Story Brick Dwellings

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